

Message Text

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41

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 117383

P R 081128Z OCT 76
FM AMEMBASSY OSLO
TO USDOC WASHDC PRIORITY
INFO USMISSION NATO
SECSTATE WASHDC 2598

UNCLAS OSLO 5239

USDOC FOR DIB: STRATEGIC INDUSTRIAL PRODUCT SALES GROUP:
MR. LEON

E.O. 11652: N/A
TAGS: BEXP NATO NO
SUBJECT: PRODUCT OPPORTUNITY - FORACS ELECTRONIC EQUIPMENT

REF: (A) HOLTON-LEON TELCON OCT. 6; (B) STATE 057460

1. TELEX RECEIVED OCTOBER 6 FROM CLIVE LEEDHAM, DELCO ELECTRONICS, TWX 910 334-1174, REPORTS DELCO NOT ON FORACS BIDDERS LIST AND REQUESTS RECTIFICATION.
2. NORWEGIAN DEFENSE CONSTRUCTION SERVICE CONFIRMS DELCO OMITTED BUT AGREES ACCEPT BID FROM DELCO IF NOVEMBER 12 DEADLINE OBSERVED. DELCO SHOULD GET SPECS FROM USDOC OR FROM ONE OF US FIRMS WHICH HAS NOTIFIED NDCS IT WILL NOT BID: BUNKER RAMO, UNIVAC, HONEYWELL MARINE.
3. REF (A) REQUESTED USDOC TO RELAY ABOVE TO LEEDHAM AT DELCO.
4. FYI: IN JANUARY-FEBRUARY 1976 WE NOTIFIED NDCS OF EIGHT BIDDERS: BUNKER RAMO, CHESEPEAKE INSTRUMENTS, CUBIC, FEDERAL ELECTRIC, RAYTHEO N, UNIVAC, HONEYWELL MARINE, AND DELCO.
5. NDCS ENGINEER WIBORG TOLD US IN AUGUST THAT SPECS WENT TO EIGHT U.S. FIRMS WHICH HE DID NOT THEN NAME. NOW WE FIND THAT A AND M INSTRUMENTS INTERNATIONAL, ROCKWELL CENTER, NEW YORK

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11571, WAS ONE OF THE EIGHT.

6. WIBORG ACKNOWLEDGES THAT HIS AGENCY HAS EMBASSY'S FEBRUARY 3 LETTER REQUESTING INCLUSION OF DELCO ON BIDDERS LIST, BUT UNACCOUNTABLY FAILED TO ACT ON IT; AND THAT ADDITION OF A AND M INSTRUMENT TO BIDDERS LIST WAS IN RESPONSE TO REQUEST FROM THE COMPANY, ALTHOUGH REQUEST SHOULD HAVE COME FROM EMBASSY.

7. WE FIND A AND M HAS BEEN CERTIFIED ELIGIBLE FOR NATO-ICB (REF B). NDCS HAS AGREED TO CONTINUE TREATING FIRM AS LEGITIMATE BIDDER.

8. NDCS AIRMAILING (PROBABLY TODAY, OCTOBER 8) LIST OF EQUIPMENT DESIRED UNDER OPTION FOR GREEK SITE. USDOC MIGHT WELL CHECK WITH DELCO AND A AND M TO MAKE SURE THIS INFORMATION REACHES THEM.
ANDERS

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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